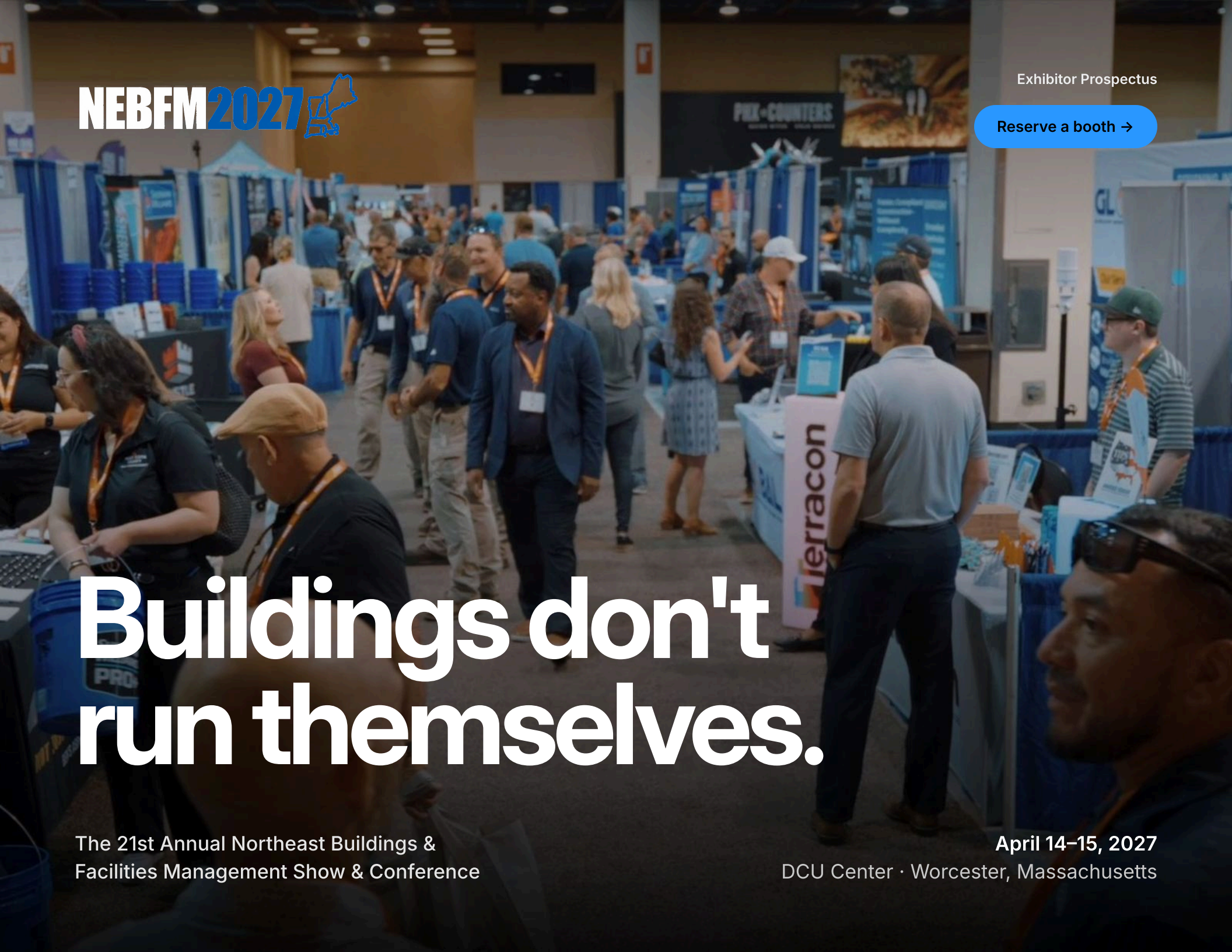
NEBFM2027

Exhibitor Prospectus

Reserve a booth →



Buildings don't run themselves.

The 21st Annual Northeast Buildings & Facilities Management Show & Conference

April 14–15, 2027

DCU Center · Worcester, Massachusetts

NEBFM 2027

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Reserve a booth | Call 510-888-1661



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The room

For twenty-one years, the people who run New England's buildings have come to Worcester to decide what to buy next.

Facilities directors, chief engineers, property managers and owners from all six New England states, on one exhibit floor, with projects already in motion. Exhibitors get two days in front of the regional buyers in their territory, the full attendee list after the show, and a team that personally invites their target accounts.



21
Years of ProExpos regional BFM shows

1 in 3
Director, VP, owner or C-level

94%
From the six New England states

95%
Of surveyed exhibitors plan to return

Reserve a booth →

The film

Hear it from the room.

Tap any frame to watch with sound on the NEBFM 2027 page. Every clip is captioned.



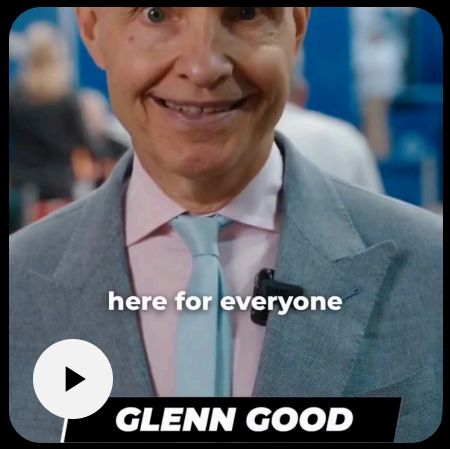
The ProExpos show film
2 min 48 s · Captioned

Exhibitors, facility managers and industry leaders on why face-to-face still wins.

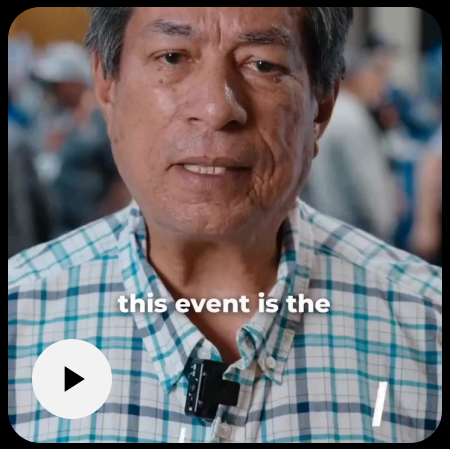
Filmed on the ProExpos show floor by Nick Pletcher. The full film and four interviews are on the NEBFM 2027 page.



Cameron Cowan
Moat Systems



Glenn Good
Chair-Elect, BOMA International



Patrick Okamura
IFMA Fellow · Facility Manager, CBRE



Marshall MacFarlane
IFMA Fellow · Farnsworth Group

Reserve a booth →

Who attends

The names on the badge list.

A partial list of organizations that sent attendees in 2025 and 2026, taken from our registration records.

Higher Education

Harvard University
MIT
MIT Lincoln Laboratory
Brown University
Tufts University
Boston University
UMass Chan Medical School
University of New Hampshire
University of Connecticut
Amherst College
College of the Holy Cross
Bridgewater State University
Wentworth Institute of Technology
Stonehill College

Healthcare & Life Sciences

UMass Memorial Health
Berkshire Health Systems
Cambridge Health Alliance
St. Vincent Hospital
Gaylord Specialty Healthcare
Fallon Health
Sanofi
Takeda

Government & Defense

Commonwealth of Massachusetts
DCAMM
MBTA
Massport
U.S. Army Natick Labs
U.S. Department of the Navy
Portsmouth Naval Shipyard
National Park Service
Worcester Public Schools
Boston Public Schools
RTX / Raytheon
General Dynamics
Leonardo DRS

Real Estate & Corporate

JLL
CBRE
Cushman & Wakefield
Colliers
BXP
Kimco Realty
Related Beal
Bozzuto
Akelius
Liberty Mutual
MFS Investment Management
Eastern Bank
New Balance
MathWorks
Iron Mountain

Hospitality & Venues

Marriott
Hyatt
Worcester Red Sox
Boston Symphony Orchest
Museum of Science
Old Sturbridge Village
Stew Leonard's
Ocean State Job Lot
BJ's Wholesale Club
Big Y

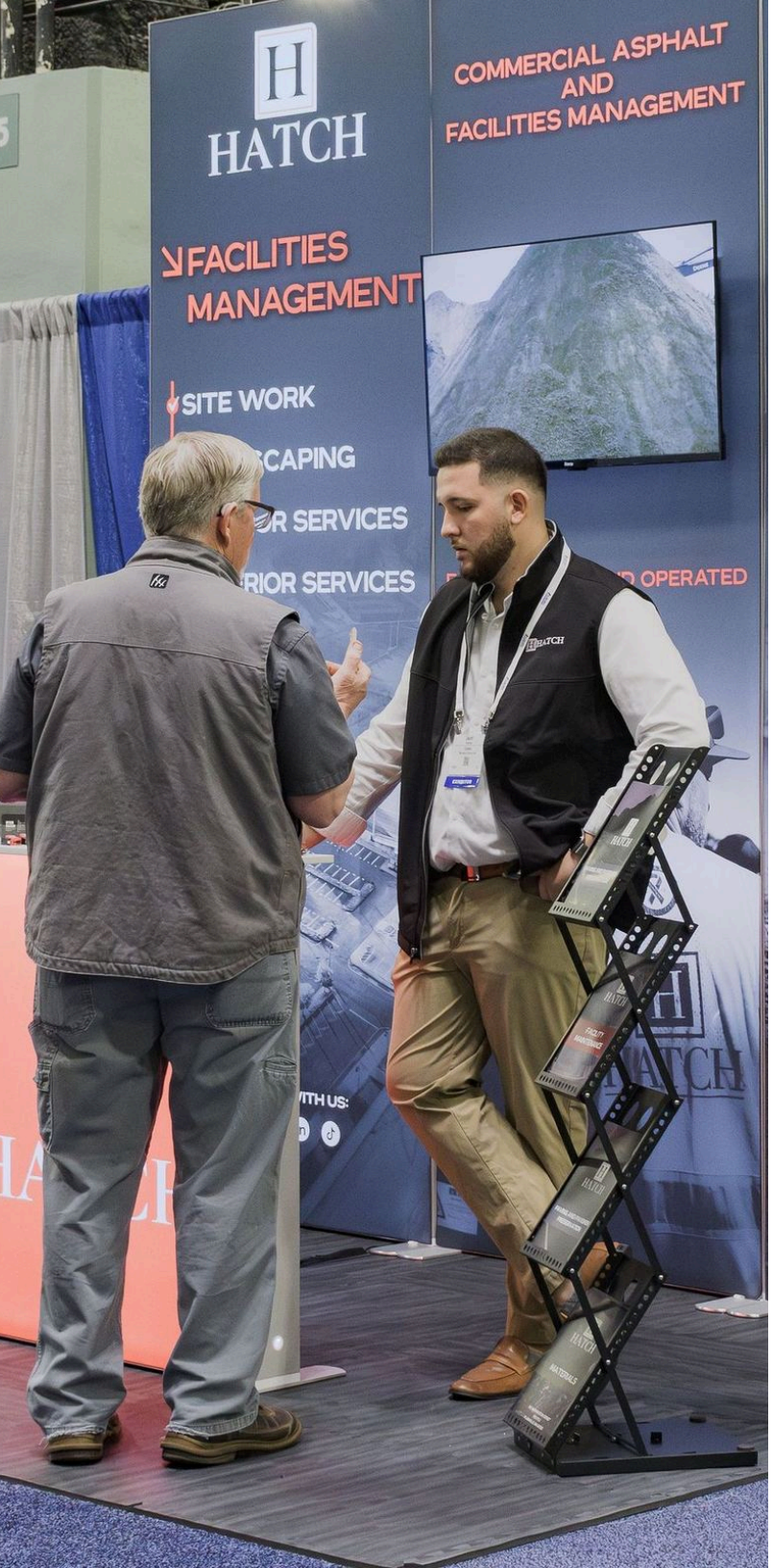


Decision makers

The titles that sign the purchase orders.

Job titles as registered for NEBFM 2025 and 2026, with the organization that sent them.
Names and contact details go only to exhibitors.

Director of Administrative Facilities	Harvard University
Director, Facilities & Logistics	MIT
Senior Facility Director	Brown University
Senior Director, Maintenance	UMass Chan Medical School
Market Director of Facilities	St. Vincent Hospital
Senior Director of Facilities	Gaylord Specialty Healthcare
SVP, Facilities	JLL
VP, Facilities	Eastern Bank
VP, Construction	Stew Leonard's
Senior VP, Stadium Operations	Worcester Red Sox
Regional Director, Facilities Operations	New Balance
Director of Facilities Operations	College of the Holy Cross
Director of Facilities	Worcester Public Schools
Director of Engineering	Marriott
Deputy Chief	MBTA
Chief of Facilities & Resources	National Park Service



Who walks the floor

Seniority you can sell to.

Seniority · 2026 registrations

Manager, supervisor, engineer	44%
VP or director	18%
Owner or C-level	13%
Other staff	25%

Home state · 2026 registrations

Massachusetts	75%
Connecticut	7%
Rhode Island	6%
New Hampshire	4%
Maine, Vermont & beyond	8%

Based on NEBFM 2026 attendee registrations, excluding exhibitor staff and speakers. Seniority is classified from self-reported job titles. Rounded.

The exhibitors

In good company.

A selection of companies that have exhibited at NEBFM in recent years, from national manufacturers to the regional specialists New England facilities teams rely on.

ABM	GOJO (PURELL)	Shaw Industries
Allegion	Honeywell	Sherwin-Williams
Atlas Copco	Johnson Controls	Siemens
Axis Communications	Kastle Systems	Sika
Comcast Business	Klein Tools	Sunbelt Rentals
Convergint	Milton CAT	Tecta America
Daikin Applied	Milwaukee Tool	TK Elevator
dormakaba	Panduit	Tremco
Duro-Last	Republic Services	TruGreen
EMCOR	Rheem	Verkada
FirstNet (AT&T)	Rite-Hite	Viega
The Garland Company	Rust-Oleum	Zoll Medical



In their words

“This show has delivered real value for a very fair investment for over 20 years.”

Atlas Copco, NEBFM exhibitor

“We met some high caliber and quality professionals who were genuinely interested in our solutions and are also in a position to procure them.”

Quick Dam

“The knowledge and engagement level of the attendees was energizing, informative and productive.”

Meyer

“Our company does 7-10 shows like NEBFM every year and this is one of the best run shows we participated in.”

Fabcon Work 2 Existing

95%

Of surveyed 2026 exhibitors plan to return in 2027

1,457

Companies have exhibited at NEBFM since 2013

21 years

Of bringing New England's facilities buyers together

Two days on the floor

This is what the room looks like.









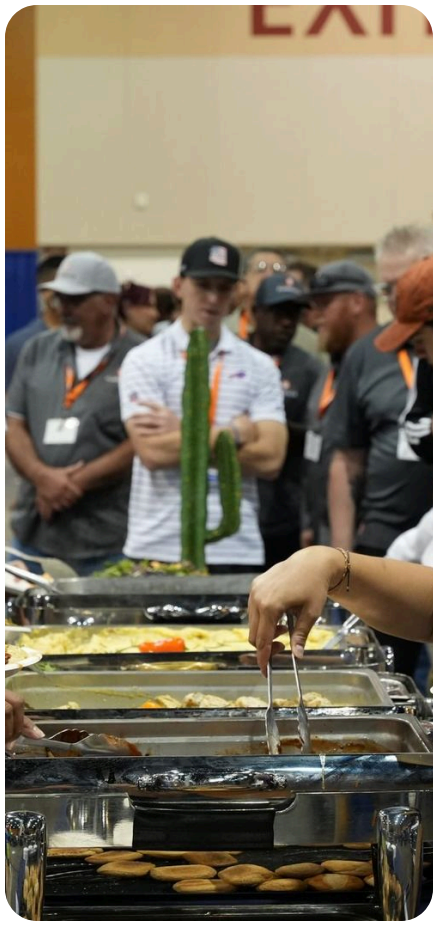


Reserve a booth →

The luncheon

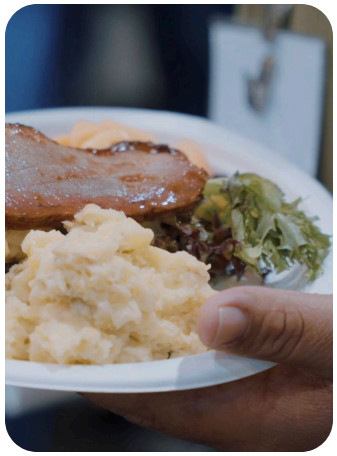
Lunch is on the floor. So are your buyers.

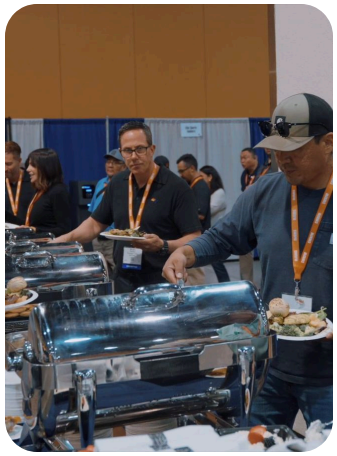
A complimentary networking luncheon is served right in the exhibit hall. Attendees eat, grab a drink and talk business steps from your booth, instead of leaving the building.





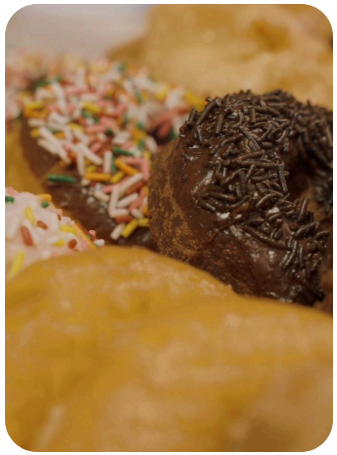












Reserve a booth →

Big equipment

Bring the whole fleet.

Refuse trucks, loaders, compressors, service trucks and vans roll right onto the exhibit floor, where buyers can climb in and talk specs.









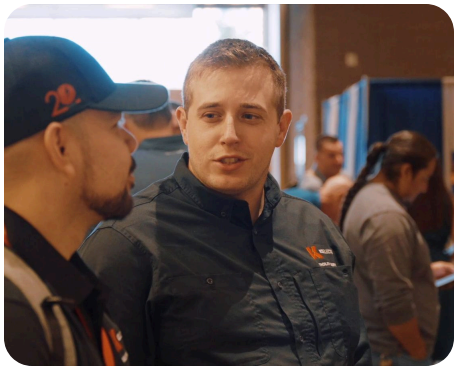


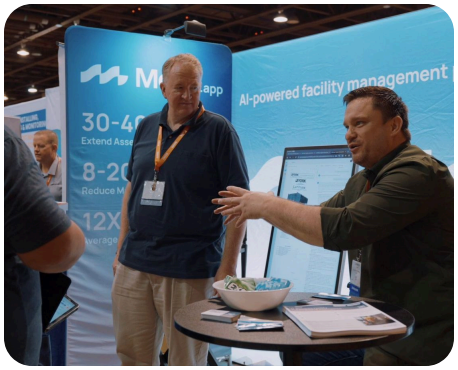
Reserve a booth →

The booths

Every booth, a conversation.

Two days of demos, handshakes and real projects, booth after booth.
















Reserve a booth →

The package

One booth. Two days. A year of follow-up.

$2,550

Standard 10' × 10' inline booth

Apply to exhibit

The full attendee list

Every registered buyer, delivered after the show for follow-up.

Top 50 VIP Campaign

We personally invite the fifty accounts you most want to meet.

Program and web listing

Your company in the printed show program and on nebfm.com.

Pre-show promotion

Exposure across attendee emails and social campaigns in New England.

Conference access

Education sessions on the schedule, with speaking proposals open to exhibitors.

Sponsorships and ads

Optional upgrades to stand out before and during the show.



Top 50 VIP Campaign · Included with every booth

Name fifty accounts. We'll invite them to your booth.

Most trade shows sell you floor space and hope the right people walk by. At NEBFM, we pick up the phone.

1 **You send your list**

Up to fifty facilities you most want to win: campuses, hospitals, portfolios, municipalities.

2 **We reach out personally**

Our team contacts each one and invites them to NEBFM as your guest.

3 **They arrive expecting you**

Your prospects walk in knowing exactly whose booth to find.

4 **You follow up with the full list**

After the show, the complete attendee list keeps the conversation going.





Worcester

See you in Worcester.

Booths are assigned in the order applications arrive, and corner and main-aisle space goes first. Tell us who you want to meet and how much space you need, and we'll send a firm quote with the best locations still open.

Reserve a booth | Email us

Dates **April 14–15, 2027**	Venue **DCU Center, Worcester, MA**
Apply **nebfm.com**	Call **510-888-1661**
Email **info@proexpos.com**	Produced by **ProExpos Group**

NEBFM2027

Figures from NEBFM 2025–2026 registration records and the NEBFM 2026 exhibitor survey (60 responses). Photography from NEBFM and MWBFM 2026. Film from the ProExpos show series.